



COMMONWEALTH of VIRGINIA

DEPARTMENT OF EDUCATION

P.O. BOX 2120

RICHMOND, VA 23218-2120

January 23, 2008

ADDENDUM NO. 2 TO ALL OFFERORS:

Reference - Request for Proposals: RFP# DOE 2007-08
Title: Student Information System
Dated: December 7, 2007
Issuing Agency: Virginia Department of Education &
Virginia Information Technologies Agency
Proposal Due Date: 2:00 PM, January 30, 2008
Revised Proposal Due Date: 2:00 PM, February 7, 2008

The following items are hereby clarified:

- 1. Is the intention of this RFP to approve the winning vendor(s) for use by the individual districts within the State, or is it to have a single solution to be implemented State wide?**

The intent of the RFP is to award multiple contracts so that school divisions will have a choice of vendors to choose from.

- 2. Will VDOE accept proposals for a specific piece of the RFP? For example, our organization provides a special education / Medicaid solution which fits the needs off all VDOE's special education requirements.**

Only proposals that offer a total solution will be accepted.

- 3. Does the state have a list of the school divisions and the SIS products currently in use?**

Yes. See the attached spread sheet.

- 4. Will there be any funds available from the state to help districts purchase the new SIS package? If so, what is the formula?**

No, there are no specific state funds to be used for a new SIS package.

- 5. How many districts have contacted the state desiring a new SIS package? Is this RFP being introduced because of the districts desires or because of the state wanting to consolidate for reporting requirements?**

The number of school districts that have inquired with the DOE is not known. The purpose of the RFP was to merely assist the school divisions so that they would have a tool by which to obtain SIS software. The DOE thought it would be best to have one RFP issued rather than each school division issuing a solicitation on its own.

6. **Is there any reservation about off-shore development? The project management, architecture solution, and requirements gathering will be on-shore. Only the development part will be off-shore.**

No, there is no problem with off-shore development.

7. **In Attachment A, Requirements, under the section titled General Requirements, item A 63 reads "Do you offer system hosting services? Include the cost in the appropriate section of this RFP." Will hosted solutions be considered?**

Hosted solutions will be considered.

8. **In Attachment A, Requirements, under the section titled Basic Student Information, item C 87 requires that the Student ID should accommodate 100 character length. This has been changed to 20 character length.**

9. **In Attachment A, Requirements, under the section titled Grade Book, delete line E 9.**

10. **In Attachment A, Requirements, under the section titled Grade Book, please disregard the comments in column B in lines E 97 and E 183.**

11. **In Attachment A, Requirements, as part of the section on Basic Student Information, an additional requirement has been added. The additional requirement reads as follows: Must have the ability to store a unique 10-digit State Testing Identifier (STI) number, which will be provided by another system (EIMS). This new requirement can be added to the very end of Attachment A. A revised version of Attachment A has been added to the Department of Education website and to eVA.**

12. **A revised Attachment B, Vendor Pricing Worksheet, has been posted on the VDOE website and in eVA. Vendors are required to provide a per student price that shall include all the requirements offered by the vendor in Attachment A as well as the first year of maintenance and any necessary training (train the trainer) for up to 5 staff members. Vendors may offer other benchmarks but the ones stated in the Worksheet shall be the ones used for evaluation purposes. For evaluation purposes, the per student price of each benchmark will be combined with the per student price of years 2 through 5 for maintenance to come to a total price. Then all seven benchmarks will be added together to arrive at a total price that will be used in the evaluation. During negotiations, other benchmarks can be discussed as well as the miscellaneous items. Vendors are free to add items to the section titled "Add-ons and other services". These items will also be addressed during negotiations. Once an award has been made, school divisions that use the resulting contracts, must use the price schedule that has been negotiated.**

13. **The cost for implementation shall be priced on a per day basis as a separate item under the Miscellaneous items in Attachment B, Vendor Pricing Worksheet. School divisions may purchase this service at their own discretion.**
14. **Vendors are free to offer other pricing strategies that can be negotiated. However, vendors must complete the Vendor Pricing Worksheet.**
15. **If the vendor is bringing on a third party application to fulfill some requirements should the associated pricing be listed under the Add-ons section as a line item? If not where should we list those items?**

All requirements need to be included in the core per student price. Vendors using third parties or subcontractors to fulfill some of the requirements should address that in Attachment A, Requirements.

16. **Should a school district go from one benchmark to the next one during the initial term of the contract, the cost of the maintenance shall not increase. During the renewal, the price may increase to the next benchmark.**
17. **On Attachment B: For the Consulting Services portion of the spreadsheet, is this for training or consulting services that may be offered by the SWaM?**

Yes, these services may be offered by SWaM.

18. **On Attachment B: For the "Report Conversion services", do you mean conversion of all existing reports from other systems?**

It can be for report or data conversion services from the existing SIS system to the proposed solution.

19. **In Attachment D, Student Information System Contract, on page 6 under item number 3, there is an error in the first sentence. The sentence should read, "This Contract is effective and legally binding as of the Effective Date and, unless terminated as provided for in this section, shall continue to be effective and legally binding for a period of two (2) years. VITA may, in its sole discretion, extend this Contract for up to four (4) additional one (1) year periods after the expiration of the initial two (2) year period.**
20. **In Attachment D, Student Information System Contract, on page 7, under the Section titled Description of Licensed Services, the first sentence discusses the supplier hosting the application. This would only be applicable should the contract result in a hosted solution. For those contracts that are awarded for a non-hosted solution, then this language would be addressed during negotiations.**
21. **In Attachment D, Student Information System Contract, on page 23, under the Section titled Security Compliance, there is a link to the provisions of the then-current Commonwealth of Virginia security procedures, published by the Virginia**

Information Technologies Agency (VITA). This link is incorrect. The correct link is <http://www.vita.virginia.gov/library/default.aspx?id=537>.

22. The evaluation criteria to be used is addressed in Section 2, part K of the RFP on page 7. The actual points assigned to each category will be posted on the VDOE website and in eVA on the RFP due date.

23. Attached is a list of the teleconference attendees.

Sincerely,



Timothy W. Moore
Associate Director for Procurement

Note: A signed acknowledgement of this addendum must be received at the location indicated on the RFP either prior to the proposal due date and hour or attached to your proposal. Signature on this addendum does not substitute for your signature on the original RFP cover page. The original RFP cover page must also be signed.

Name of Firm

Signature

Date

Title

VA School Divisions

# Students	Division	SIS	SIS Vendor
5371	Accomack	SASI-XP	NCS Pearson
12747	Albemarle	SASI-XP to TEMS	NCS Pearson to Tyler Technologies
10334	Alexandria City	SASI-XP	NCS Pearson
2923	Alleghany	SASI-XP	NCS Pearson
1847	Amelia	SASI-XP	NCS Pearson
4798	Amherst	SASI-XP	NCS Pearson
2307	Appomattox	SASI-XP	NCS Pearson
18456	Arlington	Pentamation	SunGuard Pentamation
11107	Augusta	SASI-XP to StarStudent	NCS Pearson to Century Consultants
761	Bath	SASI-XP	NCS Pearson
11156	Bedford	SASI-XP	NCS Pearson
913	Bland	SASI-XP	NCS Pearson
4941	Botetourt	SASI-XP	NCS Pearson
2395	Bristol City	SASI-XP	NCS Pearson
2260	Brunswick	SASI-XP	NCS Pearson
3436	Buchanan	SASI-XP	NCS Pearson
2150	Buckingham	SASI-XP	NCS Pearson
1189	Buena Vista City	SASI-XP	NCS Pearson
8938	Campbell	SASI-XP	NCS Pearson
4196	Caroline	SASI-XP	NCS Pearson
4055	Carroll	SASI-XP	NCS Pearson
853	Charles City	SASI-XP	NCS Pearson
2196	Charlotte	SASI-XP	NCS Pearson
4226	Charlottesville City	SASI-XP	NCS Pearson
39763	Chesapeake City	Star_Student	Century Consultant Ltd.
58511	Chesterfield	Star_Student	Century Consultant Ltd.
2251	Clarke	SASI-XP	NCS Pearson
575	Colonial Beach	SASI-XP	NCS Pearson
2895	Colonial Heights City	Star_Student	Century Consultant Ltd.
876	Covington City	SASI-XP	NCS Pearson
755	Craig	SASI-XP	NCS Pearson
7363	Culpeper	SASI-XP	NCS Pearson
1557	Cumberland	SAXI-XP	NCS Pearson
6904	Danville City	Star_Student	Century Consultant Ltd.
2464	Dickenson	SASI-XP	NCS Pearson
4639	Dinwiddie	SASI-XP	NCS Pearson
1690	Essex	SASI-XP	NCS Pearson
163971	Fairfax	SASI-XP	NCS Pearson
1898	Falls Church City	SASI-XP	NCS Pearson
11152	Fauquier	Star_Student	Century Consultant Ltd.
2068	Floyd	STI	Software Technology, Inc.
3669	Fluvanna	PowerSchool	PowerSchool
7602	Franklin	SASI-XP	NCS Pearson
1394	Franklin City	SASI-XP	NCS Pearson
12605	Frederick	CIMS	NCS Pearson
2536	Fredericksburg City	SMS	Chancery
1304	Galax City	SASI-XP	NCS Pearson
2607	Giles	SASI-XP	NCS Pearson
6092	Gloucester	Pentamation	SunGuard Pentamation
2313	Goochland	PowerSchool	PowerSchool
2076	Grayson	SASI-XP	NCS Pearson

VA School Divisions

# Students	Division	SIS	SIS Vendor
2845	Greene	SASI-XP	NCS Pearson
2670	Greensville	SASI-XP	NCS Pearson
5907	Halifax	SASI-XP	NCS Pearson
22265	Hampton City	SchoolMax	Maximus
19203	Hanover	CIMS	Hanover Co PS
4416	Harrisonburg City	Star_Student	Century Consultant Ltd.
47680	Henrico	MacSchool	Chancery
7821	Henry	SASI-XP	NCS Pearson
303	Highland	SASI-XP	NCS Pearson
4050	Hopewell City	Pentamation	SunGuard Pentamation
5434	Isle Of Wight	SASI-XP	NCS Pearson
783	King And Queen	SASI-XP	NCS Pearson
3801	King George	SASI-XP	NCS Pearson
2055	King William	SASI-XP	NCS Pearson
1458	Lancaster	SASI-XP	NCS Pearson
3564	Lee	SASI-XP	NCS Pearson
493	Lexington City	SASI-XP	NCS Pearson
50445	Loudoun	Star_Student	Century Consultant Ltd.
4574	Louisa	SASI-XP	NCS Pearson
1753	Lunenburg	SASI-XP	NCS Pearson
8883	Lynchburg City	CIMS	NCS Pearson
1901	Madison	SASI-XP	NCS Pearson
6495	Manassas City	SASI-XP	NCS Pearson
2497	Manassas Park City	SASI-XP	NCS Pearson
2517	Martinsville City	SASI-XP	NCS Pearson
1278	Mathews	SASI-XP	NCS Pearson
4910	Mecklenburg	Star_Student	Century Consultant Ltd.
1315	Middlesex	SASI-XP	NCS Pearson
9696	Montgomery	SASI-XP	NCS Pearson
2028	Nelson	SASI-XP	NCS Pearson
2721	New Kent	SASI-XP	NCS Pearson
32381	Newport News City	eSIS	Administrative Assistants, Ltd.
35657	Norfolk City	Star_Student	Century Consultant Ltd.
1908	Northampton	SASI-XP	NCS Pearson
1547	Northumberland	SASI-XP	NCS Pearson
752	Norton City	SASI-XP	NCS Pearson
2338	Nottoway	SASI-XP	NCS Pearson
4849	Orange	SASI-XP	NCS Pearson
3701	Page	SASI-XP	NCS Pearson
2583	Patrick	SILK	EXLOGICA
4962	Petersburg City	Star_Student	Century Consultant Ltd.
9426	Pittsylvania	SASI-XP	NCS Pearson
2602	Poquoson City	SASI-XP	NCS Pearson
15441	Portsmouth City	SASI-XP	NCS Pearson
4412	Powhatan	Star_Student	Century Constultant Ltd.
2773	Prince Edward	SASI-XP	NCS Pearson
6160	Prince George	Star_Student	Century Consultant Ltd.
70966	Prince William	SASI-XP	NCS Pearson
5051	Pulaski	SASI-XP	NCS Pearson
1535	Radford City	SASI-XP	NCS Pearson
1002	Rappahannock	STI	Software Technology, Inc.

VA School Divisions

# Students	Division	SIS	SIS Vendor
1203	Richmond	SASI-XP	NCS Pearson
24247	Richmond City	CIMS	NCS Pearson
14884	Roanoke	Star_Student	Century Consultant Ltd.
13235	Roanoke City	Pentamation	SunGuard Pentamation
2889	Rockbridge	SASI-XP	NCS Pearson
11888	Rockingham	SASI-XP	NCS Pearson
4281	Russell	TEMS	Tyler Technologies
4009	Salem City	Win School	Chancery
3845	Scott	SASI-XP	NCS Pearson
6225	Shenandoah	SASI-XP	NCS Pearson
5008	Smyth	SASI-XP	NCS Pearson
2875	Southampton	SASI-XP	NCS Pearson
24229	Spotsylvania	CIMS	NCS Pearson
26521	Stafford	CIMS	NCS Pearson
2684	Staunton City	SASI-XP	NCS Pearson
13988	Suffolk City	Pentamation	SunGuard Pentamation
1080	Surry	SASI-XP	NCS Pearson
1380	Sussex	SASI-XP	NCS Pearson
6999	Tazewell	SASI-XP	NCS Pearson
72543	Virginia Beach City	SASI-XP	NCS Pearson
5333	Warren	SASI-XP	NCS Pearson
7483	Washington	SASI-XP	NCS Pearson
3097	Waynesboro City	PowerSchool	NCS Pearson
800	West Point	SASI-XP	NCS Pearson
1852	Westmoreland	SASI-XP	NCS Pearson
10107	Williamsburg-James City	Star_Student	Century Consultant Ltd.
3753	Winchester City	SASI-XP	NCS Pearson
6705	Wise	Pentamation	SunGuard Pentamation
4279	Wythe	SASI-XP	NCS Pearson
12678	York	ADM2000	ACE Software, LLC

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